

# IEDC

## Quarterly

First Quarter 2008

### *Indiana Economic Growth, Job Creation Continue in 2008*

Indiana continued to build on three years of record-breaking economic development success during the first six months of 2008.

Between January 1 and June 30, the Indiana Economic Development Corporation closed 80 competitive projects – those projects that involve companies choosing Indiana over another state or country in which to locate. These projects will result in the creation of 8,595 new Hoosier jobs and new business investment of more than \$2.3 billion.

Just as importantly, the average wage of the jobs committed to Indiana so far this year is \$21.33 an hour – more than \$3 an hour higher than the 2007 statewide year-end average of \$18 per hour.

Indiana continues to outperform other Midwestern states in attracting new job-creating investment and stands out as a destination of choice nationally. In the past three years, Indiana has set and exceeded all previous marks in regard to the number of competitive projects closed, commitments for job creation, and the amount of private capital invested. From 2005 to today, more than 560 companies committed to create more than 68,000 new jobs and invest more than \$16.7 billion in Indiana.

Indiana also continues to be a destination for international investment. Global steel giants ArcelorMittal and Japan-based Nippon Steel Corp. are expanding a joint venture in New Carlisle; Spanish transmission components maker Miasa Automotive LLC is expanding operations in Yorktown; Canadian-owned consumer products manufacturer KIK Custom Products plans to expand operations in Elkhart, creating approximately 190 new jobs by the end of 2009; and Sony DADC is expanding its Blu-ray disc manufacturing operations in Terre Haute, adding 85 new jobs.

Projects landed so far in 2008 are located in communities across the state and are divided among many different industry sectors. These include: advanced manufacturing (Cummins Inc. in Columbus), life sciences (Cook Pharmica in Bloomington); transportation, distribution and logistics (Amazon.com in Whitestown); information technology (EDS in West Lafayette); and insurance and financial services (Golden Rule in Vincennes).



## From the Secretary



### ***Indiana is maintaining its enviable position as an "island of growth" in the Midwest in 2008.***

Since Governor Mitch Daniels created the Indiana Economic Development Corporation in 2005 to replace the former Indiana Department of Commerce, our IEDC team has logged three years of record-breaking success in attracting new job-creating investment from companies across the state and around the world. It's a pattern of success of which we are very proud and one that looks like will continue in 2008.

Since January 1, the IEDC has closed 80 competitive projects. These projects will lead to the creation of 8,595 new Indiana jobs and more than \$2.3 billion in new business investment.

Indiana continues to be in the enviable position of outperforming our Midwestern neighbors in attracting new job-creating investment. We have the lowest business costs in the Midwest and fourth lowest in the United States. Our tax climate ranks first in the Midwest and 12th nationally, and Indiana ranks as the best place to do business north of the Sun Belt.

It's no wonder that one economist called Indiana "an island of growth in the Midwest" while another has referred to Indiana as an economic "oasis."

Our strengths, along with an aggressive focus on securing jobs for Hoosiers, have kept Indiana in the forefront among states this year when it comes to attracting, retaining and growing business.

Here are a few highlights:

- Global online retailer Amazon.com Inc. will open a new automated fulfillment center in Whitestown and create more than 1,200 new jobs by 2010.
- Cummins Inc. will add approximately 500 professional employees to its workforce in Columbus to meet expected company growth over the next two years.
- Golden Rule Insurance Company will expand its existing operations in Vincennes, creating more than 200 new jobs during the next three years.

Indiana continues to make huge gains in boosting economic development, diversifying its economy, and working with businesses that will create new jobs. With half of 2008 still to go, we are well on our way to another successful year of significant accomplishments.

A handwritten signature in black ink, reading "Nathan J. Feltman".

**Nathan J. Feltman**  
Secretary of Commerce

*"Indiana offers world-class educational institutions, a skilled workforce and excellent infrastructure. Combine these factors with a low-cost, pro-business environment and a state government that is responsive and responsible, and you have a recipe for success in the life sciences industry."*

**Peter H. Soderberg**  
President and Chief Executive Officer  
Hill-Rom.

## ***Japan Business Development Trip to Spur Indiana Job Creation***

Despite widespread state flooding – and Governor Mitch Daniels' last-minute decision to remain in Indiana to coordinate state disaster response – the governor's June business development trip to Japan was a success.

Led by Secretary of Commerce Nate Feltman, IEDC officials signed an agreement that will bring 85 new jobs to Indiana and met with representatives of 18 Japanese companies during a six-day business development trip to Japan June 7-13.

Feltman, joined by IEDC Executive Vice President and General Counsel Chad Sweeney and Director of International Development Steve Akard, met with officials of Japanese companies that collectively represent more than 20,000 Indiana jobs. While in Tokyo, Feltman and Sony Corp. executives agreed to a deal with the technology giant to expand its Blu-ray disc manufacturing operations in Terre Haute, which is expected to create up to 85 new Indiana jobs as the company invests more than \$113 million to expand its manufacturing operations.

Indiana delegates called on Nippon Steel Corp., Toyota Motor Corp., Mitsui Mining and Smelting Co., Mitsubishi Corp. and Fuji Heavy Industries. Feltman met with Toyota Motor Corp. Chairman Fujio Cho, Honda President and CEO Takeo Fukui, and officials of KYB Corp. The delegation also traveled to Nagoya for several courtesy and job-prospecting calls and hosted a Friends of Indiana reception.

## ***BIO Presence Builds on Indiana's Life Sciences***

Indiana and the state's thriving life sciences industry had a major presence at the BIO International Convention in San Diego, the world's largest international biotech conference.

Secretary of Commerce Nate Feltman joined Indiana's top life sciences executives and academics at the June 17-20 convention to continue building Indiana's reputation as a thriving hub for the life sciences.

The Indiana delegation operated from a 1,500-square-foot pavilion on the convention floor. The state also hosted a reception for 200 executives from some of the world's leading life sciences companies and venture capital organizations.

# Events

The most recent and upcoming business development events and activities involving the Indiana Economic Development Corporation:

April 30–May 2	New York Business Development Trip
May 4–7	CoreNet Global Summit
May 6	Purdue University Advanced Manufacturing Summit
May 9	Indiana Innovation Showcase
May 16	Indiana Life Sciences Collaboration Conference Series
May 21	Motorsport Industry Association Reception
May 23	Carburetion Day Business Appreciation
June 16–19	Roundtable in the South
June 17–20	BIO International Convention
June 19	NIPSCO/Chicago Industrial Properties Event
July 28–29	Indiana Health Industry Forum Innovention Conference
August 11–15	Center for Automotive Research Conference
August 27–29	Chicago Business Development Trip
August 27	Indiana Companies to Watch Program





# Major IEDC Project Announcements, Second Quarter 2008

## **Vigo County:** Alorica

California-based customer service management firm Alorica will establish a new in-bound customer service center in Terre Haute, creating more than 600 new jobs by 2009. The company, which provides integrated customer support services that range from call center operations to web-traceable service logistics, has already started hiring customer care specialists and managers to meet the growing demand from its clients.

## **Knox County:** Golden Rule Insurance Company

UnitedHealthcare's Golden Rule Insurance Company plans to expand existing operations in Vincennes and create more than 200 new jobs during the next three years. A national leader in the individual insurance market, Indianapolis-headquartered Golden Rule will invest more than \$3 million to transform its existing records facility into a state-of-the-art customer care center that will have capacity for up to 400 full- and part-time employees.

## **Tippecanoe County:** TRW Automotive

Fortune 500 automotive parts supplier TRW Automotive will expand its manufacturing operations in Lafayette, creating 200 new jobs by 2011. The company will invest more than \$27 million to improve its current facilities and equip a new 300,000-square-foot facility to manufacture steering gears for heavy-duty trucks.

## **Elkhart County:** KIK Custom Products

Consumer products manufacturer KIK Custom Products will consolidate some of its contract manufacturing of personal care and household products in Elkhart, expanding its operations and creating approximately 190 new jobs by the end of 2009.

The maker of brand name personal care and household products for global companies such as Johnson & Johnson, L'Oreal, Procter & Gamble, and Unilever will hire technicians, mechanics, forklift drivers, line operators and packers.

## **Marion County:** DCL Medical Laboratories

DCL Medical Laboratories will expand its headquarters and clinical laboratory in Indianapolis and create 125 new life sciences jobs. The provider of clinical laboratory testing services to the diagnostic and pharmaceutical markets will invest more than \$4.7 million and add more than 20,000 square feet of commercial laboratory space to its existing laboratory and headquarters facility.

## **Hamilton County:** Dormir LLC

Dormir LLC will expand its corporate headquarters in Carmel and create more than 160 new jobs. The company, which currently develops and manages physician and hospital-owned sleep disorder centers and durable medical equipment retail locations in 14 states, will invest more than \$2.5 million to expand its headquarters and upgrade computer hardware and software.

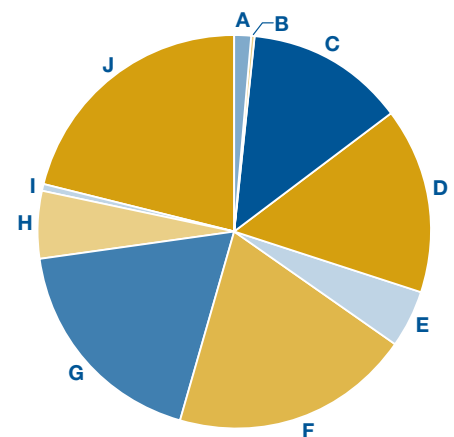
## **Monroe County:** Author Solutions

Global book publisher and marketer Author Solutions Inc. will expand its world headquarters and publishing operations in Bloomington, creating more than 140 new jobs. A global provider of self-publishing and marketing services under the brands of AuthorHouse, iUniverse and Wordclay, Author Solutions will invest more than \$4.5 million to consolidate its Shanghai, China, publishing operation into its Indiana corporate publishing campus.

## 2008 IEDC Competitive Projects Industry Analysis Measured by New Jobs through June 30, 2008

A	Biofuels/Energy	1.45%	125
B	Food/Agriculture	0.28%	24
C	IT/Telecom	13.24%	1,138
D	Insurance/Financial Services	15.14%	1,301
E	Life Sciences	4.69%	403
F	Manufacturing – Other	19.92%	1,712
G	Manufacturing – Automotive	18.18%	1,563
H	Manufacturing – Steel/Metals	5.62%	483
I	Motorsports	.55%	47
J	TDL	20.93%	1,799

New Job Commitments: 8,595



Indiana Economic Development Corporation

One North Capitol, Suite 700

Indianapolis, Indiana 46204

[www.AccelerateIndiana.com](http://www.AccelerateIndiana.com)